

business
for sale



Date: **3rd June 2026**

Business Reference: **38186**

About the Business:

A leading Sub-Saharan African dealer of luxury motor yachts, superyachts & sailing yachts

They offer luxury yachts for sale across Southern, East Africa and the surrounding Indian Ocean islands, including South Africa, Angola, Ghana, Kenya, Malawi, Mauritius, Mozambique, Namibia, Nigeria, Seychelles, and Tanzania. Since their establishment in 1999, they have successfully delivered countless new yachts, motorboats, and catamarans, helping discerning clients navigate the African leisure boat

A leading Sub-Saharan African dealer of luxury motor yachts, superyachts & sailing yachts



Sector: **Services**

Asking Price:

R 7,900,000

Monthly Profit:

R 326,071

Asset Value:

R 345,296

Stock Value:

R 0

Yearly Net Profit :

R 3,912,850



Business Report

Fully describe the business's activities?

This is a yacht brokerage business, with sole representation for three of the top yacht manufacturers in the world.

They focus on selling Luxury Sailing and Power Yachts to clients worldwide.

They offer luxury yachts for sale across Southern, East Africa, and the surrounding Indian Ocean islands, including South Africa, Angola, Ghana, Kenya, Malawi, Mauritius, Mozambique, Namibia, Nigeria, Seychelles, and Tanzania.

Since their establishment in 1999, they have successfully delivered countless new yachts, motorboats, and catamarans, helping discerning clients navigate the African leisure boat market with confidence.

With the growth of superyachts along the African coastline, there is a rise in demand for bespoke mega yachts, including vessels over 80 feet, custom-built to the highest standards of luxury and performance. Their portfolio ensures that every client can find a luxury yacht or motor yacht perfectly suited to their lifestyle, leisure ambitions, and investment goals..

How long has the business been established?

Since 1999

How long has the owner had the business?

Since inception

How does the business operate on a daily basis?

Leads received and followed up.

All administration handled to bring boats into the country for clients.

Interaction with overseas principles who they are agents for.

How are the clients attracted to the business?

Word of mouth

Social media

Website

Newsletter

What Advertising/Marketing is carried out?

Social media
Newsletter
Boat shows

Does the business have any contract work?

No

What competition exists?

Mainly one competitor

What are the seasonal trends?

No seasonal trends

Is the business VAT Registered?

Yes

What VAT documentation is on file?

All documentation up to date

Are there up-to-date Management Accounts available?

Yes - up to May 2026 Their financial year ends in May. .

From the management accounts, and when looking at the previous 11 years, it will be noted that the years 2026 and 2024 were exceptional years for turnover and profit, When determining the value of the business, it was decided to take the average of the previous 11 years and use this to establish a value, thereby taking away any doubts about the sustainability of the business...

What Balance Sheet and Income Statements are available?

Up to date Pastel Management accounts are available

What percentage of the business is cash/credit?

Initial deposit, then balance on delivery. No credit..

How could the profitability of the business be improved?

Increase sales by more interaction with the market.

Is Seller finance available and for what amount?

No

What is the total staff complement?

5

Give a breakdown of staff/ functions/ length of service?

Owner (Husband) - Sales
Owner (Wife) - Admin and sales
1 x Salesman
1 x Admin
1 x Cleaner

Do any receive special perks or incentives?

Salesman on Basic plus commission

Are they on contract?

Permanently employed

Do any have management potential?

Salesman and Administrator are self-managed and can manage others

How involved is the Owner in running the business?

Very involved on a high level but have been stepping back on day to day running over the last two years.

When does the current lease end?

Office - 30 September 2026
Mooring and Parking - 31 May 2027.

Is there an option of renewal & what period?

Offices are being redeveloped by the landlord so an alternate will have to be found..
Mooring and parking are renewable annually.

What are the trading hours?

Monday to Friday 8am to 4pm.

Is a copy of the lease available?

Yes

Do you require a licence?

They have an Import and Export Customs Code as well as a 2nd Hand Goods dealer Certificate.

What are the main assets of the business?

Office furniture ; computers; office equipment

Are any items not included in the sale?

Yes - Fly 60 Boat ; Cash ; Investments

What is their overall condition?

Excellent

Do any require repairing?

No

How have they been valued ?

Fair market value

Which assets are on lease/HP and with whom?

None

Are they presently insured?

Yes

Strengths?

Excellent reputation with Clients and Suppliers.
Longevity in the industry
Excellent Customer Relationship Management System in place.
All structures in place to run a successful operation.

Weaknesses?

Currently business is owner managed

Opportunities?

Opportunities are growing especially in the African market.

Threats?

Non compliance

What is the reason for the sale?

Owners have decided to semi-retire.
Husband would like to remain active in the business on the sales side, with referral commissions on new clients.